



<http://gdn2011.uwaterloo.ca>

CALL FOR PAPERS

GDN 2011, the 12th meeting in the annual sequence of international meetings on Group Decision and Negotiation, will take place in Amman, Jordan from June 19 to 23, 2011. This joint conference, affiliated with the INFORMS section on Group Decision and Negotiation, the EURO Working Group on Decision and Negotiation Support, and the EURO Working Group on Decision Support Systems, will provide a forum for those working in the field, bringing together researchers from Africa, the Americas, Asia, Europe, and Oceania. In the past, GDN conferences have provided a stimulating environment for the dissemination of state-of-the-art knowledge in the field of group decision and negotiation particularly as it relates to Operations Research, allowing for intense discussions among participants and the exchange of ideas and critical comments for further improvement. GDN 2011 will be hosted by the University of Jordan in the capital city Amman, Jordan, and supported by the Faculty of Engineering and the Department of Management Sciences at the University of Waterloo in Ontario, Canada.

Aim and Scope

Group decision and negotiation focuses on complex and self-organizing processes that constitute multiparticipant, multicriteria, ill-structured, dynamic, and often evolutionary problems. Major approaches include: 1) applied game theory, experiment and social choice, (2) cognitive and behavioral sciences as applied to group decision and negotiation, (3) conflict analysis and resolution (4) software, specifically group decision support systems (GDSS) and negotiation support systems (GDNSS), (5) artificial intelligence, and 6) management science as related to group decision-making. Many research initiatives combine two or more of these fields.

Areas of application include, among others, intraorganizational coordination (as in operations management and integrated design, production, finance, marketing and distribution, including coordination of all phases of the produce life cycle), computer supported collaborative work and meetings, computer-supported negotiations including internet-supported negotiations and negotiating agents, labor-management negotiations, interorganizational negotiations (including negotiations among businesses, governments, nonprofit organizations, and joint ventures), intercultural negotiations, environmental negotiations, etc.

We invite submissions that present recent or ongoing Group Decision & Negotiation research focusing on the development, application and evaluation of concepts, theories, methods and techniques. We are interested in studies in real organizational settings and laboratory situations using a variety of research approaches. Topics include, but are not limited, to the following themes and areas of interest:

Technological Foundations, for example:

- Distributed GDN Technologies
- Virtual Worlds and Environments for GDN
- Artificial Intelligence (AI) Methods in GDN
- Multi-Agent Systems
- E-negotiation Systems

Methodological & Theoretical Foundations, for example:

- CATNAPS: Connectedness And Technology for Negotiation And Problem Solving
- Game Theory
- Social Choice Theory
- Bargaining Theory
- Collaboration Engineering
- Multi-Criteria Decision Making
- Conflict Analysis and Resolution
- Design Approaches for Collaboration and Negotiation Systems

Social and Behavioral Aspects of Group Decision & Negotiation, for example:

- Cross-Cultural and International Group Decisions and Negotiations
- Impact, Adoption and Evaluation of GDN Technologies and Approaches
- Language in GDN



An International Meeting on Group Decision and Negotiation
Amman, Jordan, 19 to 23 June 2011



**WATERLOO
ENGINEERING**

- Creativity in GDN
- Emotion in GDN
- Facilitation
- Cognitive Psychology
- E-Democracy

Applications of Group Decision & Negotiation, for example in

- Business
- Policy
- Diplomacy and International Relationships
- Education
- Military
- Energy
- Water and Natural Resources

Types of Contributions

Prospective authors are invited to submit research contributions representing ongoing or completed work. Authors can submit abstracts, full papers, session proposals, and panel proposals:

- Abstracts or extended abstracts provide a summary of ongoing or completed research and are at most 1,500 words and at most 3 pages.
- Full papers provide a detailed account of completed research and are no more than 6,000 words in length.
- Session proposals group three papers (either abstracts or full papers) that address a GDN-relevant theme. The proposal briefly outlines the theme of the session and lists the abstracts and/or papers with titles and authors. The actual abstracts and papers are submitted separately.
- Panel proposals describe the key issue and structure of the panel, and list panelists or potential panelists. Panel proposals are no more than 200 words in length.

The program committee will review all submissions. The GDN 2011 Proceedings will include all accepted abstracts, papers, and panels. Full paper submissions will be considered for a special issue in the journal Group Decision & Negotiation, based on an additional round of reviews.

Special Event: Doctoral Consortium

GDN2011 will host a Doctoral Consortium. The consortium will offer Ph.D. researchers an opportunity to present and discuss their dissertation research progress with other students and faculty. Consortium participants will receive feedback and suggestions regarding their research. Participating faculty will engage in discussions on academic research in GDN and the academic community in general. The Doctoral Consortium will be held on Saturday June 18, 2011, just before GDN2011 conference.

Ph.D. students are invited to submit a short paper that gives an overview of their research. The paper should be limited to 3,000 words, and include the following: problem statement, research question(s), literature review, theoretical/technical model or framework, research method, preliminary findings, and planning.

For more information on the Doctoral Consortium, please contact:

- Robert Briggs, University of Nebraska at Omaha, USA, rbriggs@unomaha.edu
- Stephan Lukosch, Delft University of Technology, The Netherlands, s.g.lukosch@tudelft.nl

Submissions to GDN and the Doctoral Consortium can be made to the **Program Chair Bilyana Martinovski**: bilyana.martinovsky@hb.se. More directions will follow about submissions to GDN and the Doctoral Consortium.

Trip to Ancient City Petra

We are organizing a trip to the historic and archaeological city Petra that features rock cut architecture and a system of water conduits. Petra was established c.100 BCE as the capital city of the Nabataeans. It is a symbol of Jordan, as well as its most



visited attraction. Petra was designated a World Heritage Site by the United Nations Educational, Scientific and Cultural Organization (UNESCO) in 1985, and in 2007 was selected as one of the New Seven Wonders of the World.

Important Dates (Updated)

March 15, 2011	Deadline for submitting papers, abstracts, and panel proposals
March 16, 2011	Registration opens
April 15, 2011	Communication of referees' decisions
April 16, 2011	Late Registration fee applies
May 1, 2011	Final version of accepted contributions
May 1, 2011	Deadline for hotel registration at preferred rates (Amman and Petra)

Conference Committees

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- Zaid Eyadat, University of Jordan, Jordan, zeyadat2@yahoo.com

Doctoral Consortium Chairs

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Organizing Committee (The University of Jordan)

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Program Committee

Kindly see the conference website.

For more information kindly visit the conference website at <http://gdn2011.uwaterloo.ca>